DOCUMENT RESUME

ED 396 184 CE 071 967

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TITLE The Career Trap. Breaking through the 10-Year Barrier To Get the Job You Really Want.
REPORT NO ISBN-0-8144-7823-9
PUB DATE 95
NOTE 191p.
AVAILABLE FROM AMACOM, 135 West 50th Street, New York, NY 10020 (quantity discounts).
PUB TYPE Books (010)

EDRS PRICE Document Not Available from EDRS.
DESCRIPTORS Adult Education; Age Discrimination; *Career Change; *Career Development; *Career Education; Contracts; *Employment Interviews; Employment Practices; *Job Search Methods; *Promotion (Occupational); Recruitment; Resumes (Personal); Social Networks; Systems Approach; Tenure

ABSTRACT

This book, which is intended for individuals who have been in a job for a decade and feel that their career development has stalled, explains how to break through the 10-year career barrier and get a desired job. The following topics are discussed in the book's 15 chapters: career stalls and their causes; the 10-year career barrier; the legality and reality of age discrimination; strategies for breaking through the 10-year career barrier; steps in tracking the best hidden jobs; development of a unique resume kit; strategies for penetrating deep into corporate management; techniques for interviewing with experience; salary, follow-up, and second interviews; the new importance of personal references and the secret to turning them into testimonials; the importance of obtaining an employment agreement and ways of obtaining one; factors that increase an individual's visibility and steps to attract a recruiter's attention; options when building a network to find work (job clubs, trade associations, community groups, and informal contacts); the importance of keeping a job until ready to leave and techniques for negotiating a separation file and severance package; and final steps before embarking on a career change. Contains 36 references. (MN)

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